

**MANAGEMENT DISCUSSION AND ANALYSIS**  
**OF OPERATING RESULTS AND FINANCIAL POSITION**

**For the three months ended March 31, 2021**

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The following management discussion and analysis (“MD&A”) was prepared as of May 6, 2021 and should be read in conjunction with the Company’s unaudited interim condensed consolidated financial statements for the three months ended March 31, 2021 (“interim financial statements”), as well as the Company’s audited consolidated financial statements and MD&A for the year ended December 31, 2020 together with the notes thereto. All amounts in this MD&A are in Canadian dollars, unless otherwise stated, and all tabular amounts are in thousands of Canadian dollars, except earnings per share and number of shares. Additional information about the Company, including the Company’s Annual Information Form for the year ended December 31, 2020, can be found at [www.sedar.com](http://www.sedar.com).

**OVERVIEW**

Martinrea International Inc. (TSX:MRE) (“Martinrea” or the “Company”) is a diversified and global automotive supplier engaged in the design, development and manufacturing of highly engineered, value-added Lightweight Structures and Propulsion Systems. Martinrea currently employs approximately 15,800 skilled and motivated people in 57 locations (including sales and engineering centres) in Canada, the United States, Mexico, Brazil, Germany, Spain, South Africa, Slovakia, China, and Japan.

Martinrea’s vision is to make people’s lives better by being the best supplier we can be in the products we make and the services we provide. The Company’s mission is to make people’s lives better by: delivering outstanding quality products and services to our customers; providing meaningful opportunity, job satisfaction, and job security for our people; providing superior long-term investment returns to our stakeholders; and being positive contributors to our communities.

**RECENT DEVELOPMENTS**

**COVID-19 PANDEMIC AND IMPACT ON OUR BUSINESS**

On March 11, 2020, the World Health Organization declared the outbreak of COVID-19 a global pandemic and recommended various containment and mitigation measures. Since then, extraordinary actions have been taken by public health and governmental authorities across the globe to contain the spread of COVID-19, including travel bans, social distancing, quarantines, stay-at-home orders and similar mandates for many businesses to curtail or cease normal operations.

As a result of the COVID-19 global pandemic, in the middle of March 2020, the Company’s OEM customers essentially idled their manufacturing operations in regions around the world, other than China, where manufacturing operations were suspended in January and February 2020, but resumed in March 2020. Martinrea, similar to others in the automotive supply chain, followed its customers and also temporarily idled most of its manufacturing operations outside of China in March 2020. This suspension of manufacturing operations and rapid dissipation of customer demand had a negative impact on the Company’s business, results of operations, cash flows and financial position during the second half of March 2020 and for the second quarter ended June 30, 2020. A phased restart of the Company’s manufacturing facilities and dependent functions commenced in May and June 2020 and continued into the second half of 2020 as OEMs began producing vehicles again. The ultimate business and economic impacts of COVID-19 will depend on various factors, including the possibility of future shutdowns, the rate at which economic conditions, operations and demand for vehicles return to pre-COVID levels, any continued or future governmental orders or lock-downs due to any future wave of COVID-19, the potential for a recession in key markets due to the effect of the pandemic, and the impact on customers and suppliers, including the recent industry-wide shortage of semiconductor chips which has had a negative impact on OEM light vehicle production levels and OEM demand globally in 2021 to date.

The Company’s response to the COVID-19 pandemic has been measured, prudent and decisive with an emphasis on safety, cash conservation and enhancing liquidity. The health and safety of our employees, their families, our customers and our communities is, and will continue to be, our top priority. The Company has implemented various protocols throughout its global footprint to ensure a safe work environment, including: the use of personal protection equipment; reworking processes to provide social distancing; restricting access to facilities; enhancing cleaning and disinfecting protocols; using rotational remote work schedules, where possible; and restricting travel.

The Company also took aggressive actions in March and during the second quarter of 2020 to conserve cash in response to the COVID-19 related shutdowns and lower volumes. These actions included a significant number of temporary hourly and salaried

employee layoffs, temporary reductions of salaried employee base wages of 20% (50% in the case of the Company's Executive Chairman, President and Chief Executive Officer, and Chief Financial Officer), the curtailment of non-production spending and the delay of capital and tooling spending where and when appropriate. The Company also suspended the repurchase of common stock under its normal course issuer bid, which expired in August 2020.

During the second quarter ended June 30, 2020, the Company also enhanced its liquidity position by exercising the accordion feature incorporated in its banking facility and putting in place a liquidity tranche as part of its revolving credit line. The exercise was completed on April 17, 2020, and increased the revolving credit lines available to the Company by another US \$200 million (\$280 million). As at March 31, 2021, the Company had total liquidity of approximately \$470 million, including cash and cash equivalents and availability under the Company's revolving credit lines. In addition, the Company's banking facility includes a \$300 million allowance for asset based financing that the Company can use for additional financing if required, of which approximately \$245 million was available as at March 31, 2021.

Further, on June 24, 2020, the Company amended its lending agreements with its banking syndicate to provide enhanced financial flexibility. The amendment in essence provides that the Company's calculation of its most basic financial covenant, the net debt to trailing twelve months EBITDA ratio, for the four quarters up to and including the first quarter of 2021, would exclude EBITDA from the second quarter of 2020 and instead will be based on the annualized total of the remaining three quarters (i.e. the sum of the three quarters divided by three fourths). As a result, the impact of the COVID-19 related shutdown of the industry, and most of the Company's operations, occurring during the second quarter of 2020, would be ignored for the purpose of financial covenant calculations under the Company's lending arrangements.

As a result of the uncertain economic and business impacts of the COVID-19 pandemic, management has reviewed the estimates, judgments and assumptions used in the preparation of the interim financial statements, including the determination of whether indications of any asset impairment exist. As a result of this review, asset impairment charges were recognized during the second quarter of 2020. No such charges were recognized during the third or fourth quarters of 2020 or in the first quarter of 2021. Further revisions may be required in future periods depending on the extent of the negative impacts on the business arising from the COVID-19 pandemic, as it continues to evolve. Any such revisions (due to COVID-19 or otherwise) may result in, among other things, further asset impairments, restructuring costs, and/or adjustments to the carrying amount of trade and other receivables and/or inventories, or to the valuation of deferred tax assets and/or pension assets or obligations, any of which could have a material impact on result of operations and financial position.

The Company will continue to respond to the COVID-19 pandemic in a measured, prudent and decisive manner with continued emphasis on health and safety, cash conservation and the maintenance of its liquidity position.

The Company continues to work with all its stakeholders to address the challenges, including:

- our supply base to deal with their challenges, including maintaining production and safety protocols;
- our customers to assist with meeting production requirements, as well as the development of new programs and products;
- our governmental and regulatory authorities to ensure safety and the economic well-being of our industry;
- our capital providers to ensure liquidity; and
- our employees to minimize the impacts of the pandemic, including a safe and healthy work environment.

As the pandemic and public response to it continue to evolve, it is difficult to accurately assess COVID-19's continued magnitude, outcome and duration. A prolonged pandemic would likely:

- deteriorate economic conditions, resulting in lower consumer confidence, which typically translates into lower vehicle sales and production levels;
- reduce our customers' production volume levels, including as a result of intermittent facility shutdowns due to the recent industry-wide shortage of semiconductor chips or other such material shortages;
- elevate the financial pressure on our customers, which could lead to an OEM insolvency, and would likely increase pricing pressure on the Company; and
- reduce our production levels, including as a result of intermittent shutdowns of our manufacturing facilities.

Additionally, a prolonged pandemic could:

- cause potential shortages of employees to staff our facilities, or the facilities of our customers or suppliers;

- lead to prolonged disruptions of critical components, including as a result of the bankruptcy/insolvency of one or more suppliers due to worsening economic conditions; or
- result in governmental regulation adversely impacting our business.

Any or all of the above impacts of a prolonged pandemic could have a rapid, unexpected and material adverse effect on our business, financial condition and results of operations.

## **AMENDMENT TO CREDIT FACILITY**

Subsequent to the quarter ended March 31, 2021, on April 13, 2021, the Company's banking facility was amended to extend its maturity and enhance certain provisions of the facility. The primary terms of the amended banking facility, with now a syndicate of eleven banks (up from ten), include the following:

- an unsecured credit structure;
- similar financial covenants, including a maximum net debt to trailing twelve months EBITDA ratio of 3.0x (excluding the impact of IFRS 16, Leases);
- available revolving credit lines of \$500 million and US \$520 million (up from \$370 million and US \$420 million, respectively) with the liquidity tranche put in place in 2020 now a part of the Company's principal revolving credit lines;
- available asset based financing capacity of \$300 million;
- an accordion feature which provides the Company with the ability to increase the revolving credit facility by up to US \$300 million (up from US \$200 million);
- pricing terms at market rates and consistent with pre-COVID levels;
- a maturity date of April 2025; and
- no mandatory principal repayment provisions.

## **ACQUISITION**

On March 2, 2020, the Company completed the acquisition of the structural components for passenger car operations of Metalsa S.A, de C.V. ("Metalsa"). The Company acquired certain assets and liabilities in Mexico and 100% of the outstanding shares of entities in the other jurisdictions. The operations acquired by the Company specialize in a wide variety of metal forming technologies, including chassis components such as cradles, control arms, and trailing arms; body components such as side rails, A and B pillars, door beams, wheel housings and bumpers; and several other components such as fuel tanks. The operations also have some leading edge technologies in multi-material joining further promoting Martinrea's lightweighting strategies. The acquisition adds six manufacturing facilities to the Martinrea footprint, including facilities in Germany, the United States, Mexico, South Africa, and two in China. The largest customers of the acquired business are Daimler, BMW, Volkswagen and Audi.

The purchase price for the transaction was US \$19.9 million (\$26.5 million), inclusive of working capital less cash on hand, and on a debt-free basis.

The acquisition was accounted for using the acquisition method in accordance with IFRS 3, Business Combinations, with the results of operations consolidated with those of the Company effective March 2, 2020. As a result of the acquisition, year-over-year financial results may not be directly comparable.

## **OVERALL RESULTS**

Results of operations may include certain unusual and other items which have been separately disclosed, where appropriate, in order to provide a clear assessment of the underlying Company results. In addition to IFRS measures, management uses non-IFRS measures in the Company's disclosures that it believes provide the most appropriate basis on which to evaluate the Company's results.

The following table sets out certain highlights of the Company's performance for the three months ended March 31, 2021 and 2020. Refer to the Company's interim financial statements for the three months ended March 31, 2021 for a detailed account of the Company's performance for the periods presented in the table below.

|   | Three months ended<br>March 31, 2021 |         | Three months ended<br>March 31, 2020 |         | \$ Change | % Change |
|---|--------------------------------------|---------|--------------------------------------|---------|-----------|----------|
| Sales   | \$                                   | 997,150 | \$                                   | 872,706 | 124,444   | 14.3%    |
| Gross Margin  |                                      | 120,857 |                                      | 120,237 | 620       | 0.5%     |
| Operating Income                                    |                                      | 47,430  |                                      | 49,205  | (1,775)   | (3.6%)   |
| Net Income for the period                           |                                      | 38,701  |                                      | 28,963  | 9,738     | 33.6%    |
| Net Earnings per Share - Basic and Diluted          | \$                                   | 0.48    | \$                                   | 0.36    | 0.12      | 33.3%    |
| <b>Non-IFRS Measures*</b>                           |                                      |         |                                      |         |           |          |
| Adjusted Operating Income                           | \$                                   | 48,459  | \$                                   | 50,752  | (2,293)   | (4.5%)   |
| % of Sales  |                                      | 4.9%    |                                      | 5.8%    |           |          |
| Adjusted EBITDA                                     |                                      | 109,815 |                                      | 107,724 | 2,091     | 1.9%     |
| % of Sales  |                                      | 11.0%   |                                      | 12.3%   |           |          |
| Adjusted Net Income                                 |                                      | 32,631  |                                      | 30,123  | 2,508     | 8.3%     |
| Adjusted Net Earnings per Share - Basic and Diluted | \$                                   | 0.41    | \$                                   | 0.38    | 0.03      | 7.9%     |

#### **\*Non-IFRS Measures**

The Company prepares its interim financial statements in accordance with International Financial Reporting Standards ("IFRS"). However, the Company considers certain non-IFRS financial measures as useful additional information in measuring the financial performance and condition of the Company. These measures, which the Company believes are widely used by investors, securities analysts and other interested parties in evaluating the Company's performance, do not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded companies, nor should they be construed as an alternative to financial measures determined in accordance with IFRS. Non-IFRS measures include "Adjusted Net Income", "Adjusted Net Earnings per Share (on a basic and diluted basis)", "Adjusted Operating Income", "Adjusted EBITDA", "Free Cash Flow" and "Net Debt".

The following tables provide a reconciliation of IFRS "Net Income" to Non-IFRS "Adjusted Net Income", "Adjusted Operating Income" and "Adjusted EBITDA".

|                                      | Three months ended<br>March 31, 2021 |         | Three months ended<br>March 31, 2020 |        |
|--------------------------------------|--------------------------------------|---------|--------------------------------------|--------|
| Net Income                           | \$                                   | 38,701  | \$                                   | 28,963 |
| Unusual and Other Items (after-tax)* |                                      | (6,070) |                                      | 1,160  |
| Adjusted Net Income                  | \$                                   | 32,631  | \$                                   | 30,123 |

\*Unusual and Other Items are explained in the "Adjustments to Net Income" section of this MD&A.

|   | Three months ended<br>March 31, 2021 |         | Three months ended<br>March 31, 2020 |         |
|---|--------------------------------------|---------|--------------------------------------|---------|
| Net Income  | \$                                   | 38,701  | \$                                   | 28,963  |
| Income tax expense  |                                      | 12,954  |                                      | 11,210  |
| Other finance income  |                                      | (5,762) |                                      | (1,130) |
| Share of loss of an associate   |                                      | 926     |                                      | 700     |
| Finance expense   |                                      | 8,411   |                                      | 9,462   |
| Unusual and Other Items (before-tax)*                                 |                                      | (6,771) |                                      | 1,547   |
| Adjusted Operating Income   | \$                                   | 48,459  | \$                                   | 50,752  |
| Depreciation of property, plant and equipment and right-of-use assets |                                      | 58,058  |                                      | 53,854  |
| Amortization of intangible assets                                     |                                      | 3,298   |                                      | 3,118   |
| Adjusted EBITDA   | \$                                   | 109,815 | \$                                   | 107,724 |

\*Unusual and Other Items are explained in the "Adjustments to Net Income" section of this MD&A.

## SALES

### Three months ended March 31, 2021 to three months ended March 31, 2020 comparison

|                   | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 | \$ Change | % Change |
|-------------------|--------------------------------------|--------------------------------------|-----------|----------|
| North America     | \$ 704,130                           | \$ 687,528                           | 16,602    | 2.4%     |
| Europe            | 254,069                              | 159,897                              | 94,172    | 58.9%    |
| Rest of the World | 46,513                               | 27,859                               | 18,654    | 67.0%    |
| Eliminations      | (7,562)                              | (2,578)                              | (4,984)   | 193.3%   |
| Total Sales       | \$ 997,150                           | \$ 872,706                           | 124,444   | 14.3%    |

The Company's consolidated sales for the first quarter of 2021 increased by \$124.4 million or 14.3% to \$997.2 million as compared to \$872.7 million for the first quarter of 2020. Sales increased year-over-year across all operating segments.

Sales for the first quarter of 2021 in the Company's North America operating segment increased by \$16.6 million or 2.4% to \$704.1 million from \$687.5 million for the first quarter of 2020. The operations acquired from Metalsa, results for which were consolidated with those of the Company effective March 2, 2020, accounted for \$18.6 million of the year-over-year increase in sales (including a \$0.6 million decrease in tooling sales). Excluding the acquired operations, first quarter sales in North America decreased year-over-year by \$2.0 million or 0.3%. The decrease was due to lower year-over-year production sales from light vehicle programs impacted by the industry-wide shortage of semiconductor chips, and the impact of foreign exchange on the translation of U.S.-denominated production sales, which had a negative impact on overall sales for the first quarter of 2021 of \$18.0 million as compared to the first quarter of 2020. These negative factors were partially offset by the higher year-over-year production volumes on General Motors' pick-up truck and large SUV platform; the launch of new programs during or subsequent to the first quarter of 2020 including the new Ford Mach E Mustang and a six cylinder aluminum engine block for Ford; and an increase in tooling sales of \$21.6 million, which are typically dependant on the timing of tooling construction and final acceptance by the customer. Overall first quarter OEM light vehicle production volumes in North America decreased by approximately 5% year-over-year, with the industry-wide shortage of semiconductor chips negatively impacting current year volumes, and the onset of the COVID-19 global pandemic negatively impacting prior year volumes.

Sales for the first quarter of 2021 in the Company's Europe operating segment increased by \$94.2 million or 58.9% to \$254.1 million from \$159.9 million for the first quarter of 2020. The operations acquired from Metalsa, results for which were consolidated with those of the Company effective March 2, 2020, accounted for \$43.3 million of the year-over-year increase in sales (including a \$0.4 million increase in tooling sales). Excluding the acquired operations, first quarter sales in Europe increased year-over-year by \$50.9 million or 35.2%. The increase can be attributed to the launch of new programs during or subsequent to the first quarter of 2020, mainly with Volvo and Ford; higher production volumes on specific platforms, with Daimler and Jaguar Land Rover; a \$10.4 million positive foreign exchange impact from the translation of Euro denominated production sales as compared to the first quarter of 2020; and a \$4.2 million increase in tooling sales.

Sales for the first quarter of 2021 in the Company's Rest of the World operating segment increased by \$18.7 million or 67.0% to \$46.5 million from \$27.9 million in the first quarter of 2020. The operations acquired from Metalsa, results for which were consolidated with those of the Company effective March 2, 2020, accounted for \$16.0 million of the year-over-year increase in sales. Excluding the acquired operations, first quarter sales in the Rest of the World increased year-over-year by \$2.7 million or 12.3%. The increase was due to a post-COVID recovery of overall production volumes; partly offset by a \$2.7 million decrease in tooling sales, a \$2.0 million negative foreign exchange impact from the translation of foreign denominated production sales as compared to the first quarter of 2020, and a program with Ford in China that ended production during or subsequent to the first quarter of 2020.

Overall tooling sales increased by \$22.9 million to \$73.1 million for the first quarter of 2021 from \$50.2 million for the first quarter of 2020.

## **GROSS MARGIN**

### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|              |    | <b>Three months ended<br/>March 31, 2021</b> |    | <b>Three months ended<br/>March 31, 2020</b> | <b>\$ Change</b> | <b>% Change</b> |
|--------------|----|--|----|--|------------------|-----------------|
| Gross margin | \$ | 120,857                                      | \$ | 120,237                                      | 620              | 0.5%            |
| % of Sales   |    | 12.1%  |    | 13.8%  |                  |                 |

The gross margin percentage for the first quarter of 2021 of 12.1% decreased as a percentage of sales by 1.7% as compared to the gross margin percentage for the first quarter of 2020 of 13.8%. The decrease in gross margin as a percentage of sales was generally due to:

- operational inefficiencies at certain operating facilities including launch related costs and upfront costs incurred in preparation of upcoming new programs;
- an increase in the cost of aluminum raw material in conjunction with a temporary lag in the offsetting contractual increase in selling prices to the Company's customers;
- a negative sales mix; and
- an increase in tooling sales which typically earn low margins for the Company.

These factors were partially offset by:

- the receipt of certain COVID-related subsidies, namely wage subsidies related to active employees; and
- productivity and efficiency improvements at certain operating facilities.

## **SELLING, GENERAL & ADMINISTRATIVE ("SG&A")**

### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|                                   |    | <b>Three months ended<br/>March 31, 2021</b> |    | <b>Three months ended<br/>March 31, 2020</b> | <b>\$ Change</b> | <b>% Change</b> |
|-----------------------------------|----|--|----|--|------------------|-----------------|
| Selling, general & administrative | \$ | 60,750                                       | \$ | 57,408                                       | 3,342            | 5.8%            |
| % of Sales                        |    | 6.1%   |    | 6.6%   |                  |                 |

SG&A expense for the first quarter of 2021 increased by \$3.3 million to \$60.8 million as compared to SG&A expense for the first quarter of 2020 of \$57.4 million. Excluding transaction costs related to the operations acquired from Metalsa expensed as SG&A in the first quarter of 2020 as explained in Table A under "Adjustments to Net Income", SG&A expense for the first quarter of 2021 increased by \$4.9 million year-over-year. The increase can be attributed to the addition of the operations acquired from Metalsa, and a \$2.5 million lower benefit from equity-based compensation related to deferred/restricted share units; partially offset by a reduction in travel related expenses and other costs as a result of the COVID-19 pandemic.

Excluding adjustments, SG&A expense as a percentage of sales decreased to 6.1% for the first quarter of 2021 compared to 6.4% for the first quarter of 2020.

## **DEPRECIATION OF PROPERTY, PLANT AND EQUIPMENT ("PP&E"), RIGHT-OF-USE ASSETS AND AMORTIZATION OF INTANGIBLE ASSETS**

### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|   |    | <b>Three months<br/>ended March<br/>31, 2021</b> |    | <b>Three months<br/>ended March<br/>31, 2020</b> | <b>\$ Change</b> | <b>% Change</b> |
|---|----|--|----|--|------------------|-----------------|
| Depreciation of PP&E and right-of-use assets (production)     | \$ | 54,219   | \$ | 49,983   | 4,236            | 8.5%            |
| Depreciation of PP&E and right-of-use assets (non-production) |    | 3,839  |    | 3,871  | (32)             | (0.8%)          |
| Amortization of development costs                             |    | 3,298  |    | 2,818  | 480              | 17.0%           |
| Amortization of customer contracts and relationships          |    | -  |    | 300  | (300)            | (100.0%)        |
| Total depreciation and amortization                           | \$ | 61,356   | \$ | 56,972   | 4,384            | 7.7%            |

Total depreciation and amortization expense for the first quarter of 2021 increased by \$4.4 million to \$61.4 million as compared to \$57.0 million for the first quarter of 2020. The increase in total depreciation and amortization expense was due mainly to additional depreciation on a larger PP&E asset base relating to new and replacement business that commenced during or subsequent to the first quarter of 2020, partially offset by a decrease in depreciation and amortization expense resulting from impairment charges recorded in the second quarter of 2020.

A significant portion of the Company's recent investments relates to various new programs that commenced during or subsequent to the first quarter of 2020 and new and replacement programs scheduled to launch over the next two to three years in all of the Company's various product offerings. The Company continues to make significant investments in the operations of the Company in light of its growing backlog of business and growing global footprint.

Depreciation of PP&E and right-of-use assets (production) expense as a percentage of sales decreased year-over-year to 5.4% for the first quarter of 2021 from 5.7% for the first quarter of 2020 due mainly to higher overall sales.

## **ADJUSTMENTS TO NET INCOME**

Adjusted Net Income excludes certain unusual and other items, as set out in the following table and described in the notes thereto. Management uses Adjusted Net Income as a measurement of operating performance of the Company and believes that, in conjunction with IFRS measures, it provides useful information about the financial performance and condition of the Company.

### **TABLE A**

#### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|   | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 | (a)-(b)<br>Change |
|---|--------------------------------------|--------------------------------------|-------------------|
|   | (a)                                  | (b)                                  |                   |
| <b>NET INCOME (A)</b>   | <b>\$38,701</b>                      | <b>\$28,963</b>                      | <b>\$9,738</b>    |
| <b>Add Back - Unusual and Other Items:</b>  |                                      |                                      |                   |
| Restructuring costs (1)   | 1,029                                | -                                    | 1,029             |
| Gain on dilution of investment in associate (2)   | (7,800)                              | -                                    | (7,800)           |
| Transaction costs associated with operations acquired from Metalsa (recorded as SG&A) (3) | -                                    | 1,547                                | (1,547)           |
| <b>TOTAL UNUSUAL AND OTHER ITEMS BEFORE TAX</b>   | <b>(\$6,771)</b>                     | <b>\$1,547</b>                       | <b>(\$8,318)</b>  |
| Tax impact of above items   | 701                                  | (387)                                | 1,088             |
| <b>TOTAL UNUSUAL AND OTHER ITEMS - AFTER TAX (B)</b>                                      | <b>(\$6,070)</b>                     | <b>\$1,160</b>                       | <b>(\$7,230)</b>  |
| <b>ADJUSTED NET INCOME (A + B)</b>  | <b>\$32,631</b>                      | <b>\$30,123</b>                      | <b>\$2,508</b>    |
| Number of Shares Outstanding – Basic ('000)   | 80,296                               | 80,121                               |                   |
| Adjusted Basic Net Earnings Per Share   | \$0.41                               | \$0.38                               |                   |
| Number of Shares Outstanding – Diluted ('000)   | 80,533                               | 80,281                               |                   |
| Adjusted Diluted Net Earnings Per Share   | \$0.41                               | \$0.38                               |                   |

#### **(1) Restructuring costs**

Additions to the restructuring provision during the first quarter of 2021 totaled \$1.0 million and represent employee-related severance resulting from the rightsizing of an operating facility in Germany.

## (2) Gain on dilution of investment in associate

As at December 31, 2020, the Company held 34,045,954 common shares of NanoXplore Inc. ("NanoXplore") representing a 23.3% equity interest in NanoXplore (on a non-diluted basis). On February 12, 2021, NanoXplore completed a public offering of 11,500,000 common shares for gross proceeds of \$46.0 million. In a separate transaction on February 12, 2021, the Company purchased 1,000,000 common shares from NanoXplore's President and Chief Executive Officer for consideration of \$4.0 million. Subsequent to these transactions, the Company's net ownership interest decreased to 22.2% from 23.3%. This dilution resulted in a deemed disposition of a portion of the Company's ownership interest in NanoXplore, resulting in a gain on dilution of \$7.8 million for the three months ended March 31, 2021.

## (3) Transaction costs associated with the operations acquired from Metalsa (recorded as SG&A)

On March 2, 2020, the Company completed the acquisition of the structural components for passenger car operations of Metalsa S.A, de C.V. Included in SG&A expense are transaction costs related to the acquisition totaling \$1.5 million for the three months ended March 31, 2020.

## NET INCOME

### Three months ended March 31, 2021 to three months ended March 31, 2020 comparison

|                                 | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 | \$ Change | % Change |
|---------------------------------|--------------------------------------|--------------------------------------|-----------|----------|
| Net Income                      | \$ 38,701                            | \$ 28,963                            | 9,738     | 33.6%    |
| Adjusted Net Income             | \$ 32,631                            | \$ 30,123                            | 2,508     | 8.3%     |
| Net Earnings per Share          |                                      |                                      |           |          |
| Basic and Diluted               | \$ 0.48                              | \$ 0.36                              |           |          |
| Adjusted Net Earnings per Share |                                      |                                      |           |          |
| Basic and Diluted               | \$ 0.41                              | \$ 0.38                              |           |          |

Net income, before adjustments, for the first quarter of 2021 increased by \$9.7 million to \$38.7 million from \$29.0 million for the first quarter of 2020. Excluding the unusual and other items explained in Table A under "Adjustments to Net Income", Adjusted Net Income for the first quarter of 2021 increased by \$2.5 million to \$32.6 million or \$0.41 per share, on a basic and diluted basis, from \$30.1 million or \$0.38 per share, on a basic and diluted basis, for the first quarter of 2020.

Adjusted Net Income for the first quarter of 2021, as compared to the first quarter of 2020, was positively impacted by the following:

- a net foreign exchange gain of \$5.3 million for the first quarter of 2021 compared to a gain of \$1.0 million for the first quarter of 2020;
- a year-over-year decrease in research and development costs; and
- a year-over-year decrease in finance expense on the Company's long-term debt as a result of lower borrowing rates;

These factors were partially offset by a year-over-year increase in SG&A expense as previously discussed. Gross margin was essentially flat year-over-year, on higher sales, as previously explained.

### Three months ended March 31, 2021 actual to guidance comparison:

On March 4, 2021, the Company provided the following guidance for the first quarter of 2021:

|                                 | Guidance       | Actual  |
|---------------------------------|----------------|---------|
| Production sales (in millions)  | \$ 900 - 1,000 | \$ 924  |
| Adjusted Net Earnings per Share |                |         |
| Basic & Diluted                 | \$ 0.36 - 0.44 | \$ 0.41 |

For the first quarter of 2021, production sales of \$924 million and Adjusted Net Earnings per Share of \$0.41 were both within the published guidance ranges.



## **ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT**

### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|                   | <b>Three months ended<br/>March 31, 2021</b> | <b>Three months ended<br/>March 31, 2020</b> | <b>\$ Change</b> | <b>% Change</b> |
|-------------------|--|--|------------------|-----------------|
| Additions to PP&E | \$ 81,592                                    | \$ 63,964                                    | 17,628           | 27.6%           |

Additions to PP&E increased by \$17.6 million to \$81.6 million or 8.2% of sales in the first quarter of 2021 from \$64.0 million or 7.3% of sales in the first quarter of 2020. General timing of expenditures makes quarterly additions to PP&E quite volatile in nature. Certain new program additions, previously delayed during the COVID-related shutdowns in the second quarter of 2020, moved in to the back half of 2020 and 2021 to date, as preparations for upcoming new program launches resumed. Capital additions also include incremental investments required in equipment related to several customer-driven engineering changes on upcoming new program launches. The Company continues to make investments in the business including in various sales and margin growth projects and in new and replacement business in all its various product offerings, while continuing to apply a measured and prudent approach to capital investment.

## **SEGMENT ANALYSIS**

The Company defines its operating segments as components of its business where separate financial information is available and routinely evaluated by the Company's chief operating decision maker, which is the Chief Executive Officer. Given the differences between the regions in which the Company operates, Martinrea's operations are segmented and aggregated on a geographic basis among North America, Europe and the Rest of the World. The Company measures segment operating performance based on operating income (loss).

### ***Three months ended March 31, 2021 to three months ended March 31, 2020 comparison***

|                           | <b>SALES</b>                                 |  | <b>OPERATING INCOME (LOSS)</b>               |  |
|---------------------------|--|--|--|--|
|                           | <b>Three months ended<br/>March 31, 2021</b> | <b>Three months ended<br/>March 31, 2020</b> | <b>Three months ended<br/>March 31, 2021</b> | <b>Three months ended<br/>March 31, 2020</b> |
| North America             | \$ 704,130                                   | \$ 687,528                                   | \$ 44,035                                    | \$ 50,179                                    |
| Europe                    | 254,069                                      | 159,897                                      | (342)  | 37   |
| Rest of the World         | 46,513                                       | 27,859                                       | 4,766  | 536  |
| Eliminations              | (7,562)                                      | (2,578)                                      | -  | -  |
| Adjusted Operating Income | -  | -  | \$ 48,459                                    | \$ 50,752                                    |
| Unusual and Other Items*  | -  | -  | (1,029)                                      | (1,547)                                      |
| Total                     | \$ 997,150                                   | \$ 872,706                                   | \$ 47,430                                    | \$ 49,205                                    |

\* Operating income for the operating segments has been adjusted for unusual and other items. The \$1.0 million of unusual and other items for the first quarter of 2021 was recognized in Europe. The \$1.5 million of unusual and other items for the first quarter of 2020 was recognized in North America. The unusual and other items noted are all fully explained under "Adjustments to Net Income" in this MD&A.

### **North America**

Adjusted Operating Income in North America decreased by \$6.2 million to \$44.0 million or 6.3% of sales for the first quarter of 2021 from \$50.2 million or 7.3% for the first quarter of 2020. The decrease in Adjusted Operating Income as a percentage of sales was generally due to operational inefficiencies at certain facilities including launch related costs and upfront costs incurred in preparation of upcoming new programs; a negative sales mix; an increase in the cost of aluminum raw material in conjunction with a temporary lag in the offsetting contractual increase in selling prices to the Company's customers; an increase in tooling sales, which typically earn low margins for the Company; and higher SG&A expenses as previously explained. These negative factors were partially offset by productivity and efficiency improvements at certain operating facilities; the receipt of certain COVID-related subsidies, namely wage subsidies related to active employees; and lower research and development expense.

### **Europe**

Adjusted Operating Income in Europe decreased by \$0.4 million to a loss of \$0.3 million or (0.1%) of sales for the first quarter of 2021 from essentially breakeven for the first quarter of 2020. The overall slight decrease in Adjusted Operating Income was generally due to

an increase in the cost of aluminum raw material in conjunction with a temporary lag in the offsetting contractual increase in selling prices to the Company's customers, and operational inefficiencies at certain operating facilities including launch related costs; essentially offset by incremental contribution from the higher year-over-year sales and productivity and efficiency improvements at certain operating facilities.

## Rest of the World

Adjusted Operating Income in the Rest of the World increased by \$4.3 million to \$4.8 million or 10.2% of sales for the first quarter of 2021 from \$0.5 million or 1.9% of sales for the first quarter of 2020. The increase in Adjusted Operating Income as a percentage of sales was due generally to higher year-over-year sales.

## **SUMMARY OF QUARTERLY RESULTS** **(unaudited)**

|  | 2021      | 2020        |           |             |           | 2019      |           |           |
|--|-----------|-------------|-----------|-------------|-----------|-----------|-----------|-----------|
|  | Q1        | Q4          | Q3        | Q2          | Q1        | Q4        | Q3        | Q2        |
| Sales  | \$997,150 | \$1,070,956 | \$971,060 | \$460,564   | \$872,706 | \$917,581 | \$974,384 | \$948,533 |
| Gross Margin   | \$120,857 | \$155,841   | \$151,478 | (\$12,459)  | \$120,237 | \$129,921 | \$143,901 | \$154,778 |
| Net Income (Loss) for the period                         | \$38,701  | \$44,970    | \$45,636  | (\$146,886) | \$28,963  | \$51,153  | \$46,678  | \$28,122  |
| Adjusted Net Income (Loss)                               | \$32,631  | \$44,212    | \$45,636  | (\$73,115)  | \$30,123  | \$33,834  | \$43,507  | \$54,570  |
| Basic Net Earnings (Loss) per Share                      | \$0.48    | \$0.56      | \$0.57    | (\$1.84)    | \$0.36    | \$0.63    | \$0.57    | \$0.34    |
| Diluted Net Earnings (Loss) per Share                    | \$0.48    | \$0.56      | \$0.57    | (\$1.84)    | \$0.36    | \$0.63    | \$0.56    | \$0.34    |
| Adjusted Basic and Diluted Net Earnings (Loss) per Share | \$0.41    | \$0.55      | \$0.57    | (\$0.91)    | \$0.38    | \$0.42    | \$0.53    | \$0.66    |

## **LIQUIDITY AND CAPITAL RESOURCES**

Subsequent to the quarter ended March 31, 2021, on April 13, 2021, the Company's banking facility was amended to extend its maturity and enhance certain provisions of the facility. The primary terms of the amended banking facility, with now a syndicate of eleven banks (up from ten), include the following:

- an unsecured credit structure;
- similar financial covenants, including a maximum net debt to trailing twelve months EBITDA ratio of 3.0x (excluding the impact of IFRS 16, Leases);
- available revolving credit lines of \$500.0 million and US \$520.0 million (up from \$370.0 million and US \$420.0 million, respectively) with the liquidity tranche put in place in 2020 now a part of the Company's principal revolving credit lines;
- available asset based financing capacity of \$300.0 million;
- an accordion feature which provides the company with the ability to increase the revolving credit facility by up to US \$300.0 million (up from US \$200.0 million);
- pricing terms at market rates and consistent with pre-COVID levels;
- a maturity date of April 2025; and
- no mandatory principal repayment provisions.

As at March 31, 2021, the Company had drawn US \$376.0 million (December 31, 2020 – US \$336.0 million) on the U.S. revolving credit line and \$348.0 million (December 31, 2020 - \$348.0 million) on the Canadian revolving credit line. At March 31, 2021, the weighted average effective interest rate of the banking facility credit lines was 2.8% (December 31, 2020 - 2.8%). The facility requires the maintenance of certain financial ratios with which the Company was in compliance as at March 31, 2021.

The principal sources of liquidity available for the Company's future cash requirements are expected to be cash flow from operations, cash and cash equivalents, borrowings from its revolving credit lines, and asset based financing. Management believes that the Company's overall liquidity and operating cash flow will be sufficient to meet the Company's anticipated cash requirements for capital expenditures, working capital, debt obligations and other commitments.

#### Debt leverage ratios:

| <b>Excluding the impact of IFRS 16:</b>  | <b>March 31,<br/>2021</b> | <b>December 31,<br/>2020</b> | <b>September 30,<br/>2020</b> | <b>June 30,<br/>2020</b> | <b>March 31,<br/>2020</b> |
|--|---------------------------|------------------------------|-------------------------------|--------------------------|---------------------------|
| Long-term debt                           | \$ 873,322                | \$ 835,222                   | \$ 888,365                    | \$ 902,205               | \$ 871,207                |
| Less: Cash and cash equivalents          | (145,348)                 | (152,786)                    | (214,049)                     | (125,834)                | (156,515)                 |
| <b>Net Debt</b>                          | <b>\$ 727,974</b>         | <b>\$ 682,436</b>            | <b>\$ 674,316</b>             | <b>\$ 776,371</b>        | <b>\$ 714,692</b>         |
| Trailing 12-month Adjusted EBITDA        | \$ 324,752                | \$ 323,797                   | \$ 304,716                    | \$ 294,634               | \$ 441,517                |
| <b>Net Debt to Adjusted EBITDA ratio</b> | <b>2.24x</b>              | <b>2.11x</b>                 | <b>2.21x</b>                  | <b>2.64x</b>             | <b>1.62x</b>              |

| <b>Including the impact of IFRS 16:</b>  | <b>March 31,<br/>2021</b> | <b>December 31,<br/>2020</b> | <b>September 30,<br/>2020</b> | <b>June 30,<br/>2020</b> | <b>March 31,<br/>2020</b> |
|--|---------------------------|------------------------------|-------------------------------|--------------------------|---------------------------|
| Long-term debt                           | \$ 873,322                | \$ 835,222                   | \$ 888,365                    | \$ 902,205               | \$ 871,207                |
| Lease liabilities                        | 201,526                   | 211,813                      | 224,405                       | 219,130                  | 220,525                   |
|  | 1,074,848                 | 1,047,035                    | 1,112,770                     | 1,121,335                | 1,091,732                 |
| Less: Cash and cash equivalents          | (145,348)                 | (152,786)                    | (214,049)                     | (125,834)                | (156,515)                 |
| <b>Net Debt</b>                          | <b>\$ 929,500</b>         | <b>\$ 894,249</b>            | <b>\$ 898,721</b>             | <b>\$ 995,501</b>        | <b>\$ 935,217</b>         |
| Trailing 12-month Adjusted EBITDA        | \$ 367,594                | \$ 365,503                   | \$ 344,313                    | \$ 332,482               | \$ 478,368                |
| <b>Net Debt to Adjusted EBITDA ratio</b> | <b>2.53x</b>              | <b>2.45x</b>                 | <b>2.61x</b>                  | <b>2.99x</b>             | <b>1.96x</b>              |

The Company's Net Debt (excluding the impact of adopting IFRS 16 and as outlined above) increased by \$45.6 million during the first quarter of 2021 to \$728.0 million from \$682.4 million at the end of the fourth quarter of 2020 due largely to an increase in non-cash working capital during the quarter. As a result, the Company's net debt to Adjusted EBITDA ratio (excluding the impact of adopting IFRS 16 and as outlined above) increased to 2.24x from 2.11x at the end of the fourth quarter of 2020.

The Company was in compliance with its debt covenants as at March 31, 2021. The Company's debt covenants are based on leverage ratios excluding the impact of IFRS 16 and excludes EBITDA from the second quarter of 2020, as previously described.

#### Dividends

In the second quarter of 2013, Martinrea's Board of Directors (the "Board") approved, for the first time, a dividend to be paid to all holders of Martinrea common shares. Annual dividends were \$0.12 per share, paid in four quarterly payments of \$0.03 per share. The first quarterly dividend payment of \$0.03 per share was paid on July 11, 2013; with successive quarterly dividends paid thereafter.

In 2018, in view of the Company's financial performance, and its future outlook and cash needs at the time, the Board decided to increase the annual dividends by 50% to \$0.18 per share, to be paid in four quarterly installments of \$0.045 per share, commencing with the release of the first quarter results of 2018. The first such increased dividend was paid on July 15, 2018.

On March 5, 2020, in view of the Company's financial performance, and its future outlook and cash needs at that time, the Board decided to increase the annual dividends by another 11% to \$0.20 per share, to be paid in four quarterly installments of \$0.05 per share commencing at the beginning of 2020. The first such increased dividend was paid on April 14, 2020. The Company has maintained its dividend throughout the pandemic period. The Board will assess future dividend payment levels from time to time, in light of market conditions, the current COVID-19 situation, the Company's financial performance, and then current anticipated needs at that time.

## Cash flow

|  | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 | \$ Change | % Change |
|--|--------------------------------------|--------------------------------------|-----------|----------|
| Cash provided by operations before changes in non-cash working capital items | \$ 112,514                           | \$ 104,277                           | 8,237     | 7.9%     |
| Change in non-cash working capital items                                     | (35,277)                             | (1,081)                              | (34,196)  | 3,163.4% |
| Interest paid  | 77,237                               | 103,196                              | (25,959)  | (25.2%)  |
| Income taxes paid  | (9,176)                              | (9,921)                              | 745       | (7.5%)   |
|  | (10,646)                             | (11,743)                             | 1,097     | (9.3%)   |
| Cash provided by operating activities  | 57,415                               | 81,532                               | (24,117)  | (29.6%)  |
| Cash provided by financing activities  | 33,902                               | 37,994                               | (4,092)   | (10.8%)  |
| Cash used in investing activities  | (97,368)                             | (86,074)                             | (11,294)  | 13.1%    |
| Effect of foreign exchange rate changes on cash and cash equivalents         | (1,387)                              | 4,090                                | (5,477)   | (133.9%) |
| Increase (decrease) in cash and cash equivalents                             | \$ (7,438)                           | \$ 37,542                            | (44,980)  | (119.8%) |

Cash provided by operating activities during the first quarter of 2021 was \$57.4 million, compared to \$81.5 million in the corresponding period of 2020. The components for the first quarter of 2021 primarily include the following:

- cash provided by operations before changes in non-cash working capital items of \$112.5 million;
- working capital use of cash of \$35.3 million comprised of an increase in trade and other receivables of \$84.8 million, an increase in inventories of \$48.0 million, an increase in prepaid expenses and deposits of \$2.3 million; partly offset by, an increase in trade, other payables and provisions of \$99.8 million;
- interest paid of \$9.2 million; and
- income taxes paid of \$10.6 million.

Cash provided by financing activities during the first quarter of 2021 was \$33.9 million, compared to \$38.0 million in the corresponding period of 2020, as a result of a \$46.4 million net increase in long-term debt (including drawdowns on the Company's revolving banking facility, partially offset by repayments of equipment loans); partially offset by repayment of lease liabilities from the adoption of IFRS 16 of \$8.6 million, and \$4.0 million in dividends paid.

Cash used in investing activities during the first quarter of 2021 was \$97.4 million, compared to \$86.1 million in the corresponding period of 2020. The components for the first quarter of 2021 primarily include the following:

- cash additions to PP&E of \$90.8 million;
- capitalized development costs relating to upcoming new program launches of \$2.6 million; and
- an additional investment in NanoXplore of \$4.0 million.

Taking into account the opening cash balance of \$152.8 million at the beginning of the first quarter of 2021, and the activities described above, the cash and cash equivalents balance at March 31, 2021 was \$145.3 million.

## **Free Cash Flow**

|  | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 | \$ Change |
|--|--------------------------------------|--------------------------------------|-----------|
| Adjusted EBITDA  | \$ 109,815                           | \$ 107,724                           | 2,091     |
| Add (deduct):  |                                      |                                      |           |
| Change in non-cash working capital items                   | (35,277)                             | (1,081)                              | (34,196)  |
| Cash purchases of property, plant and equipment            | (90,811)                             | (74,054)                             | (16,757)  |
| Cash proceeds on disposal of property, plant and equipment | -                                    | 266                                  | (266)     |
| Capitalized development costs                              | (2,557)                              | (1,783)                              | (774)     |
| Interest paid*   | (9,176)                              | (9,921)                              | 745       |
| Income taxes paid  | (10,646)                             | (11,743)                             | 1,097     |
| Free cash flow*  | (38,652)                             | 9,408                                | (48,060)  |

\*Note: Prior year comparative figures were revised to include interest on lease liabilities and reflect interest paid.

Free cash flow for the first quarter of 2021 decreased year-over-year due primarily to an increase in non-cash working capital and cash purchases of property, plant and equipment.

Tooling-related working capital accounts, including inventory, trade receivables and trade payables on a net basis, amounted to \$20.9 million as at March 31, 2021, an increase from \$13.3 million as at December 31, 2020, and a decrease from \$100.0 million as at March 31, 2020.

Reconciliation of IFRS "Cash provided by operating activities" to Non-IFRS "Free Cash Flow" for the three months ended March 31, 2021 and 2020:

|  | Three months ended<br>March 31, 2021 | Three months ended<br>March 31, 2020 |
|--|--------------------------------------|--------------------------------------|
| Cash provided by operating activities                            | \$ 57,415                            | \$ 81,532                            |
| Add (deduct):  |                                      |                                      |
| Cash purchases of property, plant and equipment                  | (90,811)                             | (74,054)                             |
| Transaction costs associated with the acquisition of Metalsa     | -                                    | 1,547                                |
| Cash proceeds on disposal of property, plant and equipment       | -                                    | 266                                  |
| Capitalized development costs                                    | (2,557)                              | (1,783)                              |
| Restructuring costs  | 1,029                                | -                                    |
| Unrealized gain (loss) on foreign exchange contracts             | 744                                  | (108)                                |
| Deferred and restricted share units benefit                      | 1,707                                | 4,180                                |
| Stock options expense  | (340)                                | (604)                                |
| Pension and other post-employment benefits expense               | (1,015)                              | (1,250)                              |
| Contributions made to pension and other post-retirement benefits | 938                                  | 812                                  |
| Net unrealized foreign exchange gain and other income            | (5,762)                              | (1,130)                              |
| Free cash flow*  | \$ (38,652)                          | \$ 9,408                             |

\*Note: Prior year comparative figures were revised to include interest on lease liabilities and reflect interest paid.

## **RISKS AND UNCERTAINTIES**

The reader is referred to the detailed discussion on Automotive Industry Highlights and Trends and Risk Factors as outlined in the Company's Annual Information Form ("AIF") dated March 4, 2021 available through SEDAR at [www.sedar.com](http://www.sedar.com) which are incorporated herein by reference. The disclosure in this MD&A and, in particular under "Recent Developments: COVID-19 Pandemic and Impact on our Business", supplements those risk factors described in the AIF.

## **DISCLOSURE OF OUTSTANDING SHARE DATA**

As at May 6, 2021, the Company had 80,312,595 common shares outstanding. The Company's common shares constitute its only class of voting securities. As at May 6, 2021, options to acquire 2,722,000 common shares were outstanding.

During the first quarter of 2020, the Company purchased for cancellation an aggregate of 300,185 common shares for an aggregate purchase price of \$3.4 million, resulting in a decrease to stated capital of \$2.5 million and a decrease to retained earnings of \$0.9 million. The shares were purchased for cancellation directly under the Company's normal course issuer bid ("NCIB").

In light of the COVID-19 pandemic, the Company suspended the repurchase of common stock under the NCIB, which expired at the end of August 2020.

## **CONTRACTUAL OBLIGATIONS AND OFF BALANCE SHEET FINANCING**

During the three months ended March 31, 2021, there has been no material change in the table of contractual obligations specified in the Company's MD&A for the fiscal year ended December 31, 2020.

### **Guarantees**

The Company has negotiated tool financing facilities that provide direct financing for specific programs. The tool financing program involves a third party that provides tooling suppliers with financing subject to a Company guarantee. Payments from the third party to the tooling supplier are approved by the Company prior to the funds being advanced. The amounts loaned to tooling suppliers through this financing arrangement do not appear on the Company's balance sheet. At March 31, 2021, the amount of the off balance sheet program financing was \$37.6 million (December 31, 2020 - \$42.8 million) representing the maximum amount of undiscounted future payments the Company could be required to make under the guarantee. The Company would be required to perform under the guarantee in cases where a tooling supplier could not meet its obligation to the third party. Since the amount advanced to the tooling supplier is required to be repaid generally when the Company receives reimbursement from the final customer, and at this point the Company will in turn repay the tooling supplier, the Company views the likelihood of a tooling supplier default as remote. Moreover, if such an instance were to occur, the Company would obtain the tool inventory as collateral. The term of the guarantee will vary from program to program, but typically range up to twenty-four months.

### **Financial Instruments**

The Company's foreign exchange risk management includes the use of foreign currency forward contracts to fix the exchange rates on certain foreign currency exposures. It is the Company's policy not to utilize financial instruments for trading or speculative purposes.

At March 31, 2021, the Company had committed to the following foreign exchange contracts:

#### **Foreign exchange forward contracts not accounted for as hedges and fair valued through profit or loss**

| <b>Currency</b>       | <b>Amount of U.S. dollars</b> | <b>Weighted average exchange rate of U.S. dollars</b> | <b>Maximum period in months</b> |
|-----------------------|-------------------------------|---|---------------------------------|
| Sell Canadian Dollars | \$ 45,000                     | 1.2525  | 1                               |
| Buy Mexican Peso      | \$ 38,612                     | 20.7190   | 1                               |
| Buy Euro              | \$ 586                        | 0.8471  | 1                               |

The aggregate value of these forward contracts as at March 31, 2021 was a pre-tax gain of \$0.7 million and was recorded in trade and other receivables (December 31, 2020 – pre-tax gain of \$0.6 million recorded in trade and other receivables).

#### **Foreign exchange forward contracts accounted for as hedges and fair valued through other comprehensive income**

| <b>Currency</b>      | <b>Amount of U.S. dollars</b> | <b>Weighted average exchange rate of U.S. dollars</b> | <b>Maximum period in months</b> |
|----------------------|-------------------------------|---|---------------------------------|
| Buy Canadian Dollars | \$ 34,520                     | 1.3236  | 32                              |

The aggregate value of these forward contracts as at March 31, 2021 was a pre-tax gain of \$2.3 million and was recorded in trade and other receivables (December 31, 2020 – pre-tax gain of \$1.8 million recorded in trade and other receivables).

## **INVESTMENTS**

As at March 31, 2021, the Company held 35,045,954 common shares of NanoXplore representing a 22.2% equity interest in NanoXplore (on a non-diluted basis), with stock market value of \$112.8 million as at March 31, 2021. NanoXplore is a publicly listed company on the TSX Venture Exchange trading under the ticker symbol GRA. It is a manufacturer and supplier of graphene powder for use in industrial markets providing customers with a range of graphene-based solutions.

The Company applies equity accounting to its investment based on NanoXplore's most recently publicly filed financial statements, adjusted for any significant transactions that occur thereafter and up to the Company's reporting date, which represents a reasonable estimate of the change in the Company's interest.

On February 12, 2021, NanoXplore completed a public offering of 11,500,000 common shares for gross proceeds of \$46.0 million. In a separate transaction on February 12, 2021, the Company purchased 1,000,000 common shares from NanoXplore's President and Chief Executive Officer for consideration of \$4.0 million. Subsequent to these transactions, the Company's net ownership interest decreased to 22.2% from 23.3%. This dilution resulted in a deemed disposition of a portion of the Company's ownership interest in NanoXplore, resulting in a gain on dilution of \$7.8 million for the three months ended March 31, 2021.

|  | <b>Investment in<br/>common shares of<br/>NanoXplore</b> |
|--|--|
| <b>Net balance as of December 31, 2019</b>         | <b>\$ 37,080</b>   |
| Additions to investment                            | 5,000  |
| Gain on dilution of investment in associate        | 866  |
| Share of loss for the year                         | (2,310)  |
| Share of other comprehensive loss for the year     | (79)   |
| <b>Net balance as of December 31, 2020</b>         | <b>\$ 40,557</b>   |
| Additions to investment                            | 4,000  |
| Gain on dilution of investment in associate        | 7,800  |
| Share of loss for the period                       | (926)  |
| Share of other comprehensive income for the period | 8  |
| <b>Net balance as of March 31, 2021</b>            | <b>\$ 51,439</b>   |

Subsequent to the quarter ended March 31, 2021, on April 15, 2021, the Company formed a 50/50 joint venture with NanoXplore, VoltaXplore Inc. ("VoltaXplore"), to develop and produce electric vehicle batteries enhanced with graphene. Martinrea and NanoXplore each invested \$4.0 million into VoltaXplore as start-up capital and to support the construction of a demonstration facility, with each committed to provide up to an additional \$6.0 million in development funding if, as and when required. A successful demonstration of improved battery performance using graphene, along with positive feedback from customers, will support the business case for the construction of a battery production facility in Canada.

## **DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING**

There have been no changes in the Company's internal controls over financial reporting during the most recent interim period that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

## **FORWARD-LOOKING INFORMATION**

This MD&A and the documents incorporated by reference therein contains forward-looking statements within the meaning of applicable Canadian securities laws including those related to the Company's expectations as to, or its views, or beliefs in or on, the expected impact of or duration of the COVID-19 pandemic, or as a result of any current or future government actions or regulations, on the Company's financial position, its business and operations, on its employees, on the automotive industry, or on the business of any OEM or suppliers; the Company's current and future strategy, priorities and response related to COVID-19, and the status of implementation; the expected economic impact resulting from COVID-19, the type of factors affecting the economic impact; the potential effects or issues relating to a prolonged pandemic or lockdown(s), including the financial impact on the Company, its business or operations and global impact, demand for vehicles, the growth of the Company and pursuit of, and belief in, its strategies, the ramping up and launching of new business, continued investments in its business and technologies, the opportunity to increase sales, its ability to finance future capital expenditures, and ability to fund anticipated working capital needs, debt obligations and other commitments, the Company's views on its liquidity and operating cash flow and ability to deal with present or future economic conditions, the potential for fluctuation of operating results, the likelihood of tooling supplier default under tooling guarantee programs and using the tools as collateral, and the payment of dividends as well as other forward-looking statements. The words "continue", "expect", "anticipate",

“estimate”, “may”, “will”, “should”, “views”, “intend”, “believe”, “plan” and similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on estimates and assumptions made by the Company in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors that the Company believes are appropriate in the circumstances, such as expected sales and industry production estimates, current foreign exchange rates, timing of product launches and operational improvement during the period, and current Board approved budgets. Certain forward-looking financial assumptions are presented as non-IFRS information and we do not provide reconciliation to IFRS for such assumptions. Many factors could cause the Company's actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the following factors, some of which are discussed in detail in the Company's AIF for the year ended December 31, 2020 and other public filings which can be found at [www.sedar.com](http://www.sedar.com):

- North American and Global Economic and Political Conditions and Consumer Confidence;
- The highly cyclical nature of the automotive industry and the industry's dependence on consumer spending and general economic conditions;
- Pandemics and Epidemics (including the ongoing COVID-19 Pandemic), Force Majeure Events, Natural Disasters, Terrorist Activities, Political Unrest, and Other Outbreaks
- The Company's dependence on key customers
- Financial Viability of Suppliers;
- Competition;
- The increasing pressure on the Company to absorb costs related to product design and development, engineering, program management, prototypes, validation and tooling;
- Increased pricing of raw materials and commodities;
- Outsourcing and Insourcing Trends;
- The risk of increased costs associated with product warranty liability and recalls together with the associated liability;
- Product Development and Technological Change;
- Dependence on Key Personnel;
- Availability of Consumer Credit or Cost of Borrowing;
- Limited Financial Resources/Uncertainty of Future Financing/Banking;
- Risks associated with the integration of acquisitions;
- Potential Tax Exposures;
- Cybersecurity Threats;
- Costs associated with rationalization of production facilities;
- Launch and Operational Cost Structure;
- Labour Relations Matters;
- Trade Restrictions;
- Changes in Governmental Regulations;
- Litigation and Regulatory Compliance and Investigations;
- Quote/Pricing Assumptions;
- Currency Risk - Hedging;
- Currency Risk – Competitiveness in Certain Jurisdictions;
- Fluctuations in Operating Results;
- Internal Controls Over Financial Reporting and Disclosure Controls and Procedures;
- Environmental Regulation and Climate Change;
- Loss of Use of Key Manufacturing Facilities;
- A Shift Away from Technologies in Which the Company is Investing;
- Intellectual Property;
- Competition with Low Cost Countries;
- The Company's ability to shift its manufacturing footprint to take advantage of opportunities in growing markets;
- Risks of conducting business in foreign countries, including China, Brazil and other markets;
- Change in the Company's mix of earnings between jurisdictions with lower tax rates and those with higher tax rates;
- The risks associated with Pension Plan and Other Post Employment Benefits
- Impairment Charges;
- Potential Volatility of Share Prices;
- Dividends;
- Risks associated with private or public investment in technology companies;
- Risks associated with joint ventures;
- Lease Obligations.



These factors should be considered carefully, and readers should not place undue reliance on the Company's forward-looking statements. The Company has no intention and undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.